



New Non-Profit Organizations Information Sheet

We're glad we've caught your attention. Our eight-county region is blessed with many great well-run non-profit organizations that work hard to make our community a better place. We appreciate the passion and vision you have. We're always excited to hear about unique new programs that complement what exists in Western New York, but we encourage you to do your due diligence before you proceed further.

Here are some facts about our eight-county region that may help:

- According to one of our local partner foundations, there's been an over **25% increase in 501(c)(3) non-profit registrations in Western New York during the past decade. It's gone from 6K non-profits, to over 8K.**
- The local foundation community is very small compared with other similar Rust Belt cities. There are no billion-dollar private foundations here like there are in Pittsburgh, Cleveland, or Detroit. **Comparing Western New York directly to the Southeast Michigan region where Detroit is, when you add up all the foundation assets, there's \$10B in philanthropic capital. In Western New York, there's just over \$2B in philanthropic capital.**
- Despite Western New York's amazing history, the region has a lack of large public corporations. **There are no Fortune 500 company headquarters in Buffalo.** The large companies that are here are family owned and operated. Connections will be necessary to gain their attention.
- **Due to the lack of regional philanthropic capital, non-profits look toward the government or national foundations to diversify their funding.** Examples of this include Say Yes Buffalo and the Racial Equity Roundtable.
- When it comes to the Community Foundation for Greater Buffalo, **our average grant through our annual Community Foundation Competitive Process is only \$18K to \$20K. On average we grant a total of \$630K each year from the Competitive Process.** We recognize it's a limited amount and are transparent with everyone that you will need additional funding from other sources.

Still interested and wish to meet with us?

To be successful, there are best practices all non-profits should follow. Ideally, we'll ask about/for the following up front:

- Basics:** What's your capacity to carry out your mission? How long have you been in existence? What's your annual operating budget?
- What makes you unique:** A strategic analysis that shows that your program doesn't exist in Western New York or complements existing programs. You should get buy-in from the existing local non-profit community that shows they see a need for your program, it doesn't replicate what is already here and won't compete for limited funding.
- Other funding:** With the size of our average grant, you should have funding on the table that we can leverage. That can include funding you've allocated to support your

entrance into the region, funding from outside the region from the government or national foundations, funding from some of our local foundations, or from non-profit partners you're collaborating with.

- ☑ **Your board of directors:** Local board members or a presence that allows you to get funding from the various sources you will need to be successful here, like the business community, churches, or privately held funding. Revisiting the capacity requirements, your board members should represent the community you serve and be able to bring their personal and professional expertise to the table. They should not be family members and friends.
- ☑ **Grant writing history:** It's important to have the skill set to write a clear, focused, concise grant application.
- ☑ **Resources:** Have you accessed capacity building resources such as New York Council on Nonprofits (www.nycon.org) or The Nonprofit Support Group (www.thensg.org)? These organizations, among others, offer workshops and other educational opportunities to help build an effective, healthy, vibrant non-profit.